

Projecting Practice Growth Rate & Income for the Established Practice

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| A. Production "fees" or business done for the past 12 months | A. _____ |
| B. Production for the 12 months preceding that period | B. _____ |
| C. Percentage of growth for the period ($A \div B$) | C. _____ |
| D. Production for past 6 months | D. _____ |
| E. Monthly average for the period ($D \div 6$) | E. _____ |
| F. Production for 12 months preceding that period | F. _____ |
| G. Monthly average for the period | G. _____ |
| H. Production growth from G to E ($E \div G$) | H. _____ |
| I. Average production last 6 months (E) | I. _____ |
| J. Production for same 6 months last year | J. _____ |
| K. Monthly average for that period | K. _____ |
| L. Percentage of growth from K to I ($I \div K$) | L. _____ |
| M. Total of C, K, L | M. _____ |
| N. Divide by 3, place answer on line O | N. _____ |
| O. Your current rate of growth | O. _____ |
| P. Your production for the past 12 months | P. _____ |
| Q. Multiply line P by O and place answer on R | Q. _____ |
| R. Your estimated production for next 12 months | R. _____ |
| S. Add or subtract the approximate dollar loss and any predictable reduction in production in the next 12 months because of extra time off or other factors. | S. _____ |

T. Corrected projection of production

T. _____

U. Multiply line T by projected gross collection ratio

U. _____

V. Projected gross practice income for the 12 month period
starting this date

V. _____

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